

Medium to Large Deals in the Pipeline- Attraction: Total Investment Economic Development

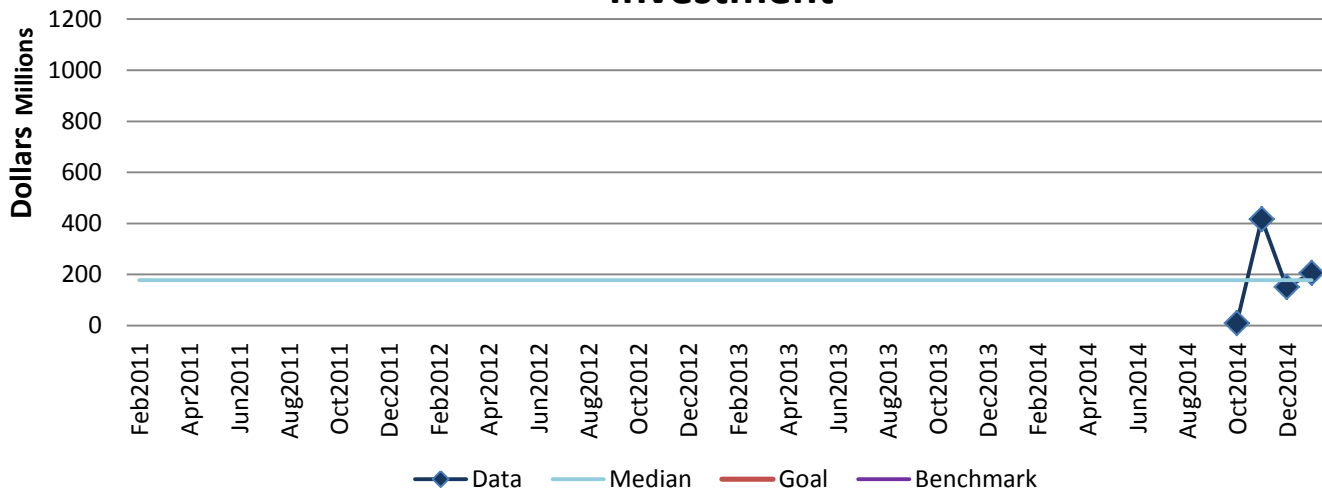


KPI Owner: Rebecca Fleischaker

Process: Business Attraction

Baseline, Goal, & Benchmark		Source Summary	Continuous Improvement Summary		
Baseline: TBD Goal: TBD Benchmark: TBD		Data Source: Salesforce Goal Source: TBD Benchmark Source: TBD	Select Plan-Do-Check-Act Step Measurement Method: Sum of company reported data Why Measure: Relevant to economic impact Next Improvement Step: Increase amount of total investment		
How Are We Doing?					
Feb2014-Jan2015 12 Month Goal	Feb2014-Jan2015 12 Month Actual		Jan2015 Goal	Jan2015 Actual	
TBD	\$784,070,000		TBD	\$206,000,000	
Dollars	Dollars		Dollars	Dollars	

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The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.